

Governor O'Malley: Leveraging Maryland's Competitive Advantages to Create Jobs in the Growing Cybersecurity Industry

"No state is better positioned than ours to create jobs through innovation. And cybersecurity, in particular, is one sector where we have distinct competitive advantages." -- Governor Martin O'Malley

Maryland has recovered jobs after the national recession at the 8th fastest rate in the nation, and faster than any other state in our region. But Governor O'Malley is urgently focused on doing more. One of the strategies he's focused on is developing our cybersecurity sector.¹

Maryland is the U.S. Chamber of Commerce's #1 State for Innovation and Entrepreneurship, we're the #1 state for R&D, the #1 state for human capital capacity, the #1 state for PhD engineers and scientists per capita, and *Education Week* magazine says we have the #1 public schools in America. Also, as a result of our proximity to Washington, D.C., Maryland is home to an array of federal agencies engaged in cybersecurity activities, including the U.S. Cyber Command, the National Security Agency, the Intelligence Advanced Research Projects Activity, and National Institute of Standards and Technology.

Governor O'Malley is determined to leverage these competitive advantages to create jobs in the cybersecurity field. Below are some of the efforts he's undertaken to grow this expanding sector.

(1) Launched CyberMaryland

- The Administration brought together federal, state and local government; private businesses; academia; and other stakeholders to address challenges to the security of the nation's digital infrastructure, reinforce Maryland's leadership in cybersecurity and information technology, and support the nation's cybersecurity mission while maximizing the benefits to and opportunities for Maryland.
- The Administration also released *CyberMaryland: Epicenter for Information Security & Innovation*, which assessed the State's cybersecurity capacity, resources and opportunities and outlined a blueprint for establishing Maryland as a leader in this national priority.

(2) Established National Cybersecurity Center of Excellence at NIST

- In February 2012, the National Institute of Standards and Technology (NIST), the State of Maryland and Montgomery County signed a Memorandum of Understanding to establish the National Cybersecurity Center of Excellence, the first Center in the nation, to bring together cybersecurity experts from industry, academia *and* government to create solutions together.

(3) Created the InvestMaryland Program

- Through this innovative program, Maryland raised \$84 million to invest in early stage technologies, including in the cybersecurity realm, and to help them grow and create jobs in Maryland.

(4) Appointed a Director of Cyber Development

- The Administration created a new position to lead our State's efforts to position Maryland as the epicenter of cybersecurity activity, product development, education and talent. The director will oversee the attraction of new cyber companies and investors to Maryland, support the continued expansion of cybersecurity programs, and assist new cyber firms.

(5) Targeting a new Cybersecurity Investment Incentive Tax Credit

- The Governor created a new Cybersecurity Investment Incentive Tax Credit to stimulate private investment in early stage cybersecurity technology businesses in Maryland.
- Modeled on the Biotechnology Investment Incentive Tax Credit, this is a strategy to encourage cyber companies to invest, grow, and create jobs here in Maryland.

(6) Impaneled a Federal Facilities Advisory Board (FFAB)

- Governor O'Malley created the FFAB to foster greater interaction and collaboration between the State, federal facilities, and private companies, and to enhance business opportunities for Maryland companies so they could grow and create more jobs.
- The state is already implementing FFAB recommendations to leverage our federal facilities and maximize private sector job creation in Maryland.

¹ Maryland's cybersecurity industry is already booming: it employs more than 130,000 Marylanders at more than 11,000 businesses generating \$11.88 billion in annual wages. In 2011, workers in the industry earned an average of \$91,360.